

Exhibit 4a
2012 Exports by Company Type and Employment Size
to Number of Partner Countries

Value in millions of dollars. Details may not equal totals due to rounding. D - Represents suppressed to avoid disclosure.

Company Type and Employment Size	Known Value (1)	Number of Identified Exporters	Number of Countries to Which Company Exports											
			1 Country		2-4 Countries		5-9 Countries		10-24 Countries		25-49 Countries		50+ Countries	
			% of Row Value	% of Row Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters
All identified companies	1,379,683	304,867	5.4	58.6	6.0	24.7	6.1	8.9	14.6	5.9	17.9	1.5	50.0	0.4
no. employees unknown(2)	121,488	118,875	28.0	75.0	18.8	18.1	10.6	4.4	20.3	2.1	17.3	0.4	5.0	0.0
1 to 19 employees	91,526	114,302	25.5	55.7	28.2	29.6	21.1	9.7	17.7	4.6	6.4	0.5	1.1	0.0
20 to 49 employees	49,324	31,994	9.3	41.0	16.4	30.6	17.7	14.9	31.9	11.3	21.8	2.2	2.9	0.1
50 to 99 employees	47,006	16,145	6.4	36.0	14.4	29.5	17.4	15.6	30.6	14.3	19.9	4.2	11.4	0.4
100 to 249 employees	83,327	12,070	3.4	31.4	8.1	26.6	11.1	16.1	40.1	18.1	30.2	6.6	7.0	1.1
250 to 499 employees	56,729	4,609	2.7	28.2	7.3	22.6	10.0	15.0	41.4	19.8	29.4	11.7	9.2	2.7
500 or more employees	930,283	6,872	0.5	25.0	0.9	19.6	2.1	12.1	7.9	16.4	17.0	15.0	71.5	11.8
Manufacturers	836,684	74,520	1.5	42.1	2.6	29.1	3.7	13.4	10.7	10.8	16.9	3.5	64.5	1.1
no. employees unknown(2)	38,342	16,938	14.0	59.7	10.2	24.8	9.7	8.8	25.9	5.4	32.5	1.2	7.8	0.1
1 to 19 employees	8,415	24,599	20.0	49.9	30.0	31.8	22.0	11.9	23.8	6.0	4.1	0.5	0.1	0.0
20 to 49 employees	12,623	13,960	12.0	36.1	20.5	32.7	26.9	16.0	30.2	12.7	9.9	2.4	0.4	0.1
50 to 99 employees	16,288	8,010	6.5	28.5	15.9	31.9	17.4	17.4	32.9	16.8	16.0	4.9	11.3	0.5
100 to 249 employees	40,969	6,230	3.8	20.0	8.7	28.3	12.3	19.3	47.0	22.4	18.5	8.4	9.7	1.6
250 to 499 employees	34,452	2,231	1.9	13.2	6.4	20.9	11.1	18.4	40.7	26.2	30.7	17.2	9.1	4.1
500 or more employees	685,595	2,552	0.1	6.4	0.7	12.5	1.5	12.6	5.2	21.9	15.6	24.3	76.9	22.3
Wholesalers	307,135	102,005	9.4	52.0	12.4	29.3	10.1	10.5	19.5	6.4	21.2	1.4	27.4	0.3
no. employees unknown(2)	39,301	34,702	32.8	68.7	28.5	23.0	11.3	5.4	D	2.5	8.8	0.4	D	0.0
1 to 19 employees	59,531	49,502	21.6	48.6	28.6	33.6	23.1	11.4	18.7	5.7	7.0	0.6	1.0	0.0
20 to 49 employees	28,294	9,774	6.0	32.7	12.9	32.3	13.7	18.2	32.8	13.5	30.5	3.0	4.2	0.2
50 to 99 employees	16,285	3,947	3.4	27.8	16.4	30.3	22.8	19.1	D	17.1	16.0	5.0	D	0.7
100 to 249 employees	33,333	2,429	1.1	24.9	5.1	26.7	9.4	18.0	33.4	20.5	47.3	8.6	3.7	1.2
250 to 499 employees	14,399	852	1.5	18.7	4.2	25.0	6.9	17.0	46.6	23.6	32.1	13.3	8.7	2.5
500 or more employees	115,993	799	0.3	9.6	1.0	15.0	0.9	10.3	10.0	23.4	22.3	24.9	65.5	16.8
Other companies (3)	235,865	128,342	13.7	73.3	9.8	18.5	9.3	4.9	21.9	2.6	17.0	0.5	28.3	0.1
no. employees unknown(2)	43,845	67,235	36.0	82.1	17.7	13.8	10.7	2.7	D	1.1	11.8	0.2	D	0.0
1 to 19 employees	23,580	40,201	37.2	67.9	26.7	23.2	15.7	6.1	13.0	2.5	5.6	0.2	1.8	0.0
20 to 49 employees	8,407	8,260	16.2	58.9	22.2	25.1	17.5	8.9	31.4	6.3	10.2	0.7	2.5	0.1
50 to 99 employees	14,433	4,188	9.7	58.1	10.3	24.0	11.2	8.9	D	7.0	28.7	1.9	D	0.1
100 to 249 employees	9,025	3,411	10.1	57.1	16.7	23.5	12.0	8.8	33.5	8.6	20.7	1.7	7.0	0.3
250 to 499 employees	7,878	1,526	8.0	55.4	16.9	23.7	10.4	9.0	35.3	8.4	18.6	2.8	10.7	0.7
500 or more employees	128,696	3,521	2.8	42.0	2.2	25.8	6.6	12.2	20.7	10.9	19.7	6.1	48.1	3.1

(1) Known value is defined as the portion of U.S. total exports that could be matched to specific companies.

(2) Includes missing employment data, nonemployers, and companies that reported annual payroll but did not report any employees on their payroll during specified period(s) in 2012.

(3) Includes manufacturing companies of prepackaged software and books, freight forwarders and other transportation service firms, business services, engineering and management services, gas and oil extraction companies, coal mining companies, communication services companies, and companies for which an industry could not be determined.